

Exhibit 2: Attachment 2.1 Version 1.5

Texas Department of Information Resources

Data Center Services Request for Offer

Print, Mail, and Digitization (PMD) Services

Pricing and Volumes

Attachment 2.1

Print, Mail, and Digitization (PMD) Services

Respondent:

Date:

Respondent Guidelines

This Attachment contains specific functional requirements that the Respondent must meet in order to perform the requested Services. The Respondent must respond to the requirements contained in this Attachment according to the instructions provided below. The Respondent's Response must be in the prescribed format.

Respondent Instructions

Respondent shall complete this Pricing Form.

Respondent inputs are required only in blue highlighted cells.

All Charges shall be entered as whole numbers with no rounding.

The Contract Years are aligned with the State Fiscal Year (September 1st - August 31st).

The Commencement Date for these Services will be September 1, 2020.

Pricing Instructions - Inflation

Respondent shall include any anticipated inflation in its submitted pricing, including Option Years and in the amount assumed annually in the Summary Charges.

Pricing Instructions - Asset Strategy

Respondent shall assume the asset strategy reflected in the **Attachment 2.2 Financial Responsibility Matrix**.

Tab Descriptions

Pricing Bridge

This is a Respondent completed worksheet to document the material items affecting the change in price from a prior submission to the current submission.

1. Summary Charges

This is a formula-driven summary of the Charges.

2. Run Charges

This is a formula-driven summary of the annual Steady State Run Charges to DIR for providing the Services, excluding those Services charged through the Transition and Transformation Charges. The Run Charges are based on estimated volumes. Actual Run Charges will be based on actual volumes of Resource Unit consumption every month. This summary applies the unit rates from tab 2a to the estimated volumes in tab 2b and annualizes the total. Do not modify the sheets or their calculations.

2a. Unit Rates

Unit Rates - Fill out blue highlighted areas of worksheet with monthly unit rates for each Resource Unit per Contract Year for Years 1 - 3. Note Facilities is linked to Tab 2c.

2b. Volumes

Estimated Volumes - Do not adjust estimated volumes. Provide name of Measurement Tool used to capture billable volumes each month. Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

3. Run Charges Alt

RESPONDENT PROPOSED ALTERNATE PRICING. Repondent has the option to propose an alternate pricing structure that may better align pricing with cost, capacity management, and customer demand. Complete tabs 3a and 3b with proposed alternate pricing structure. No Data Entry Required

3a. Unit Rates Alt

RESPONDENT PROPOSED ALTERNATE PRICING. Repondent has the option to propose an alternate pricing structure that may better align pricing with cost, capacity management, and customer demand. Fill out blue highlighted areas of worksheet with RU Description, Metric, and monthly unit rates for each Resource Unit per Contract Year. Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

3b. Volumes Alt

RESPONDENT PROPOSED ALTERNATE PRICING. Repondent has the option to propose an alternate pricing structure that may better align pricing with cost, capacity management, and customer demand. Fill out blue highlighted areas with RU Description, Metric, Measurement Tool used to capture billable volumes each month, and estimated billable volumes. Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

4. Transition

Fill out blue highlighted areas of worksheet with beginning and completion dates and Charges for each Transition Milestone. Transition Milestone requirements are documented in Exhibit 1.

5. Transformation

Fill out blue highlighted areas of worksheet with beginning and completion dates and the Unit Rate Charge for the Digital Document Management System Transformation Project. See Exhibit 2, Section 9.3.3.

6. Rate Card

Fill out blue highlighted cells with the rates (inclusive of travel) for each Resource Category.

7. Assets

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain hardware and provided estimated fair market value buyout of each asset. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

8. HW Maintenance

NOTE: Hardware Maintenance contracts separated from the Software tab. Data may be added throughout the procurement process.

9. Software

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain software. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

10. Contracts

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain Third Party Contracts. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

Appendix

The tabs in this Appendix section must be completed by Respondent.
These tabs are for informational purposes during the procurement process.

A1. Assumptions

This form is for informational purposes only. The Respondent is to list all assumptions associated with the Charges and Services within the scope of the RFO. The Respondent is to provide the degree of impact on the price (High, Medium, Low, Not Applicable) and the related SOW section of the assumption.

A2. Staffing

This form is for informational purposes only. Fill out blue highlighted areas of worksheet with average FTE counts for each SOW Service per period.

A3. SOW Charges

This form is for informational purposes only. Fill out blue highlighted areas of worksheet with Charges for each SOW Service per period.

A4. Transition BOM

This form is for informational purposes only. Fill out blue highlighted areas of worksheet for all hardware and software included in Transition Charges. Respondent may add (insert) additional rows as necessary. Transition Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 5) and Existing Software (Tab 7). Hardware purchases must include five years of maintenance in Charges. Annual recurring Software License Charges, after the initial year of purchase, must be included in Tab A5 "Run BOM" if retained past Transition and reflected in Tab 2 "Run Charges". Transition Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

A5. Run BOM

This form is for informational purposes only. Fill out blue highlighted areas of worksheet for all hardware and software included in Steady State Run Charges. Respondent may add (insert) additional rows as necessary. Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 5) and Existing Software (Tab 7) and the BOM identified in Transition Services (tab 3). Hardware purchases must include five years of maintenance in Charges. Annual recurring Software License Charges, after the initial year of purchase, must be included annually in in Tab 2 "Run Charges". Steady State Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

Pricing Bridge

Pricing Bridge - Fill out blue highlighted areas of worksheet with Original Proposal Charges and Revised Response adjustments to walk forward the Original Proposal to the Revised Response with descriptions explaining the changes. The Pricing Bridge must be provided separately for Run, Transition, and Transformation Services. A new Pricing Bridge must be completed with prior Pricing Bridge entries exactly as previously submitted.

	Base Term					Option Years				
	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	4 Year Total	Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
Run Charges										
Original Proposal - Run Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Transition Charges										
Transition Original Proposal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Charges Summary (\$)
No Data Entry Required

	Base Term					Option Years				
Services	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total Charges
Transition Services	\$ 318,000				\$ 318,000					\$ 318,000
Run Services	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,480,342	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 118,960,684
Transformation Charges										
Total Charges	\$ 15,188,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,798,342	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 119,278,684

Steady State Run Services - Annual Charges (\$)

No Data Entry Required

		Base Term					Option Years					
Resource Unit Description	Metric	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total	
Resource Units												
Print Images - Same/Next Day	Images	\$ 2,782,660	\$ 2,782,660	\$ 2,782,660	\$ 2,782,660	\$ 11,130,642	\$ 2,782,660	\$ 2,782,660	\$ 2,782,660	\$ 2,782,660	\$ 22,261,283	
Print Images - Other	Images	\$ 4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 19,992,897	\$ 4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 39,985,793	
Print Images - TDCJ	Images	\$ 269,346	\$ 269,346	\$ 269,346	\$ 269,346	\$ 1,077,386	\$ 269,346	\$ 269,346	\$ 269,346	\$ 269,346	\$ 2,154,772	
Mailing Insertions - Same/Next Day	Inserts	\$ 1,447,844	\$ 1,447,844	\$ 1,447,844	\$ 1,447,844	\$ 5,791,378	\$ 1,447,844	\$ 1,447,844	\$ 1,447,844	\$ 1,447,844	\$ 11,582,756	
Mailing Insertions - Other	Inserts	\$ 1,372,182	\$ 1,372,182	\$ 1,372,182	\$ 1,372,182	\$ 5,488,727	\$ 1,372,182	\$ 1,372,182	\$ 1,372,182	\$ 1,372,182	\$ 10,977,453	
Courier	Jobs delivered	\$ 234,687	\$ 234,687	\$ 234,687	\$ 234,687	\$ 938,747	\$ 234,687	\$ 234,687	\$ 234,687	\$ 234,687	\$ 1,877,495	
Fast Forward Service	Piece	\$ 24,963	\$ 24,963	\$ 24,963	\$ 24,963	\$ 99,851	\$ 24,963	\$ 24,963	\$ 24,963	\$ 24,963	\$ 199,702	
Standard Envelopes	Envelope	\$ 33,257	\$ 33,257	\$ 33,257	\$ 33,257	\$ 133,028	\$ 33,257	\$ 33,257	\$ 33,257	\$ 33,257	\$ 266,057	
Customized Envelope - Letter Size	Envelope	\$ 1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 4,490,140	\$ 1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 8,980,279	
Customized Envelope - Half Fold Size	Envelope	\$ 747,456	\$ 747,456	\$ 747,456	\$ 747,456	\$ 2,989,824	\$ 747,456	\$ 747,456	\$ 747,456	\$ 747,456	\$ 5,979,648	
Customized Envelope - 9X12 Size	Envelope	\$ 28,907	\$ 28,907	\$ 28,907	\$ 28,907	\$ 115,626	\$ 28,907	\$ 28,907	\$ 28,907	\$ 28,907	\$ 231,252	
Customized Envelope - BRE Size	Envelope	\$ 424,535	\$ 424,535	\$ 424,535	\$ 424,535	\$ 1,698,142	\$ 424,535	\$ 424,535	\$ 424,535	\$ 424,535	\$ 3,396,283	
Customized Envelopes – Single Window – 4 1/2" by 7 3/4" Size	Envelope	\$ 67,200	\$ 67,200	\$ 67,200	\$ 67,200	\$ 268,800	\$ 67,200	\$ 67,200	\$ 67,200	\$ 67,200	\$ 537,600	
Customized Envelopes – Single Window – 4 1/8" by 9 1/2" Size	Envelope	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Customized Envelopes – Single Window – 3 7/8" by 8 7/8" Size	Envelope	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Specialty Paper - 11 x 17	Sheet	\$ 568	\$ 568	\$ 568	\$ 568	\$ 2,272	\$ 568	\$ 568	\$ 568	\$ 568	\$ 4,544	
Standard Perforated Paper	Sheet	\$ 14,846	\$ 14,846	\$ 14,846	\$ 14,846	\$ 59,383	\$ 14,846	\$ 14,846	\$ 14,846	\$ 14,846	\$ 118,765	
Manual Inserts	Envelope	\$ 234,037	\$ 234,037	\$ 234,037	\$ 234,037	\$ 936,148	\$ 234,037	\$ 234,037	\$ 234,037	\$ 234,037	\$ 1,872,297	
Automated 9X12 Insertion	Insert	\$ 42,716	\$ 42,716	\$ 42,716	\$ 42,716	\$ 170,865	\$ 42,716	\$ 42,716	\$ 42,716	\$ 42,716	\$ 341,730	
Mailing Insertions - Basic	Insert	\$ 734,980	\$ 734,980	\$ 734,980	\$ 734,980	\$ 2,939,919	\$ 734,980	\$ 734,980	\$ 734,980	\$ 734,980	\$ 5,879,838	
Color Print Transactional Image	image	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Color Print Marketing Image	image	\$ 2,514	\$ 2,514	\$ 2,514	\$ 2,514	\$ 10,056	\$ 2,514	\$ 2,514	\$ 2,514	\$ 2,514	\$ 20,113	
Manual Cutting / Trimming	Cut	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 6,000	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 12,000	
Booklet Finishing - Saddle Stitching	Book	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680	\$ 6,720	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680	\$ 13,440	
Booklet Finishing - Perfect Bind	Book	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Provision of Postal Processing Data	Envelope	\$ 19,800	\$ 19,800	\$ 19,800	\$ 19,800	\$ 79,200	\$ 19,800	\$ 19,800	\$ 19,800	\$ 19,800	\$ 158,400	
Presort Flats (9x12)	Envelope	\$ 108,240	\$ 108,240	\$ 108,240	\$ 108,240	\$ 432,960	\$ 108,240	\$ 108,240	\$ 108,240	\$ 108,240	\$ 865,920	
Express shipping	Package	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Image Delivered - Same Day	Image	\$ 148,144	\$ 148,144	\$ 148,144	\$ 148,144	\$ 592,574	\$ 148,144	\$ 148,144	\$ 148,144	\$ 148,144	\$ 1,185,149	
Image Delivered - 2nd Day	Image	\$ 7,264	\$ 7,264	\$ 7,264	\$ 7,264	\$ 29,058	\$ 7,264	\$ 7,264	\$ 7,264	\$ 7,264	\$ 58,115	
Digital Document Repository – Per User Charge	User	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Digital Document Repository – Per Job Setup	Job	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Four (4) Hour Recovery Time Objective (RTO)	Per Event	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Charges		\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,480,342	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 118,960,684	

Monthly Resource Unit Rates in \$**Unit Rates - Fill out blue highlighted areas of worksheet with monthly unit rates for each Resource Unit per Contract Year.****Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).**

		Base Term				Option Years			
Resource Unit Description	Metric	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
Resource Units									
Print Images - Same/Next Day	Images	\$ 0.0291	\$ 0.0291	\$ 0.0291	\$ 0.0291	\$ 0.0291	\$ 0.0291	\$ 0.0291	\$ 0.0291
Print Images - Other	Images	\$ 0.0227	\$ 0.0227	\$ 0.0227	\$ 0.0227	\$ 0.0227	\$ 0.0227	\$ 0.0227	\$ 0.0227
Print Images - TDCJ	Images	\$ 0.0524	\$ 0.0524	\$ 0.0524	\$ 0.0524	\$ 0.0524	\$ 0.0524	\$ 0.0524	\$ 0.0524
Mailing Insertions - Same/Next Day	Inserts	\$ 0.0560	\$ 0.0560	\$ 0.0560	\$ 0.0560	\$ 0.0560	\$ 0.0560	\$ 0.0560	\$ 0.0560
Mailing Insertions - Other	Inserts	\$ 0.0496	\$ 0.0496	\$ 0.0496	\$ 0.0496	\$ 0.0496	\$ 0.0496	\$ 0.0496	\$ 0.0496
Courier	Jobs delivered	\$ 4.5042	\$ 4.5042	\$ 4.5042	\$ 4.5042	\$ 4.5042	\$ 4.5042	\$ 4.5042	\$ 4.5042
Fast Forward Service	Piece	\$ 0.0030	\$ 0.0030	\$ 0.0030	\$ 0.0030	\$ 0.0030	\$ 0.0030	\$ 0.0030	\$ 0.0030
Standard Envelopes	Envelope	\$ 0.0192	\$ 0.0192	\$ 0.0192	\$ 0.0192	\$ 0.0192	\$ 0.0192	\$ 0.0192	\$ 0.0192
Customized Envelope - Letter Size	Envelope	\$ 0.0205	\$ 0.0205	\$ 0.0205	\$ 0.0205	\$ 0.0205	\$ 0.0205	\$ 0.0205	\$ 0.0205
Customized Envelope - Half Fold Size	Envelope	\$ 0.0340	\$ 0.0340	\$ 0.0340	\$ 0.0340	\$ 0.0340	\$ 0.0340	\$ 0.0340	\$ 0.0340
Customized Envelope - 9X12 Size	Envelope	\$ 0.0812	\$ 0.0812	\$ 0.0812	\$ 0.0812	\$ 0.0812	\$ 0.0812	\$ 0.0812	\$ 0.0812
Customized Envelope - BRE Size	Envelope	\$ 0.0181	\$ 0.0181	\$ 0.0181	\$ 0.0181	\$ 0.0181	\$ 0.0181	\$ 0.0181	\$ 0.0181
Customized Envelopes – Single Window – 4 1/2” by 7 3/4” Size	Envelope	\$ 0.0140	\$ 0.0140	\$ 0.0140	\$ 0.0140	\$ 0.0140	\$ 0.0140	\$ 0.0140	\$ 0.0140
Customized Envelopes – Single Window – 4 1/8” by 9 1/2” Size	Envelope	\$ 0.0144	\$ 0.0144	\$ 0.0144	\$ 0.0144	\$ 0.0144	\$ 0.0144	\$ 0.0144	\$ 0.0144
Customized Envelopes – Single Window – 3 7/8” by 8 7/8” Size	Envelope	\$ 0.0133	\$ 0.0133	\$ 0.0133	\$ 0.0133	\$ 0.0133	\$ 0.0133	\$ 0.0133	\$ 0.0133
Specialty Paper - 11 x 17	Sheet	\$ 0.0335	\$ 0.0335	\$ 0.0335	\$ 0.0335	\$ 0.0335	\$ 0.0335	\$ 0.0335	\$ 0.0335
Standard Perforated Paper	Sheet	\$ 0.0160	\$ 0.0160	\$ 0.0160	\$ 0.0160	\$ 0.0160	\$ 0.0160	\$ 0.0160	\$ 0.0160
Manual Inserts	Envelope	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931
Automated 9X12 Insertion	Insert	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931	\$ 0.4931
Mailing Insertions - Basic	Insert	\$ 0.0310	\$ 0.0310	\$ 0.0310	\$ 0.0310	\$ 0.0310	\$ 0.0310	\$ 0.0310	\$ 0.0310
Color Print Transactional Image	image	\$ 0.0330	\$ 0.0330	\$ 0.0330	\$ 0.0330	\$ 0.0330	\$ 0.0330	\$ 0.0330	\$ 0.0330
Color Print Marketing Image	image	\$ 0.1022	\$ 0.1022	\$ 0.1022	\$ 0.1022	\$ 0.1022	\$ 0.1022	\$ 0.1022	\$ 0.1022
Manual Cutting / Trimming	Cut	\$ 0.005	\$ 0.005	\$ 0.005	\$ 0.005	\$ 0.005	\$ 0.005	\$ 0.005	\$ 0.005
Booklet Finishing - Saddle Stitching	Book	\$ 0.070	\$ 0.070	\$ 0.070	\$ 0.070	\$ 0.070	\$ 0.070	\$ 0.070	\$ 0.070
Booklet Finishing - Perfect Bind	Book	\$ 0.051	\$ 0.051	\$ 0.051	\$ 0.051	\$ 0.051	\$ 0.051	\$ 0.051	\$ 0.051
Provision of Postal Processing Data	Envelope	\$ 0.003	\$ 0.003	\$ 0.003	\$ 0.003	\$ 0.003	\$ 0.003	\$ 0.003	\$ 0.003
Presort Flats (9x12)	Envelope	\$ 0.410	\$ 0.410	\$ 0.410	\$ 0.410	\$ 0.410	\$ 0.410	\$ 0.410	\$ 0.410
Express shipping	Package	\$ 0.045	\$ 0.045	\$ 0.045	\$ 0.045	\$ 0.045	\$ 0.045	\$ 0.045	\$ 0.045
Image Delivered - Same Day	Image	\$ 0.0085	\$ 0.0085	\$ 0.0085	\$ 0.0085	\$ 0.0085	\$ 0.0085	\$ 0.0085	\$ 0.0085
Image Delivered - 2nd Day	Image	\$ 0.0053	\$ 0.0053	\$ 0.0053	\$ 0.0053	\$ 0.0053	\$ 0.0053	\$ 0.0053	\$ 0.0053
Digital Document Repository – Per User Charge	User	\$ 91.00	\$ 91.00	\$ 91.00	\$ 91.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00
Digital Document Repository – Per Job Setup	Job	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00
Four (4) Hour Recovery Time Objective (RTO)	Per Event	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000

Estimated Monthly Resource Unit Volumes

Estimated Volumes - Do not adjust estimated volumes. Provide name of Measurement Tool used to capture billable volumes each month.

Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

				Base Term				Option Years			
Resource Unit Description	Metric	Measurement Tool	Current Volume	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
Resource Units											
Print Images - Same/Next Day	Images	ATOM	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672
Print Images - Other	Images	ATOM	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841
Print Images - TDCJ	Images	Meter Read	428,350	428,350	428,350	428,350	428,350	428,350	428,350	428,350	428,350
Mailing Insertions - Same/Next Day	Inserts	ATOM	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531
Mailing Insertions - Other	Inserts	ATOM	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413
Courier	Jobs delivered	ATOM	4,342	4,342	4,342	4,342	4,342	4,342	4,342	4,342	4,342
Fast Forward Service	Piece	ATOM	693,408	693,408	693,408	693,408	693,408	693,408	693,408	693,408	693,408
Standard Envelopes	Envelope	ATOM	144,345	144,345	144,345	144,345	144,345	144,345	144,345	144,345	144,345
Customized Envelope - Letter Size	Envelope	Service Now	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150
Customized Envelope - Half Fold Size	Envelope	Service Now	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000
Customized Envelope - 9X12 Size	Envelope	Service Now	29,666	29,666	29,666	29,666	29,666	29,666	29,666	29,666	29,666
Customized Envelope - BRE Size	Envelope	Service Now	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583
Customized Envelopes – Single Window – 4 1/2” by 7 3/4” Size	Envelope	Service Now	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Customized Envelopes – Single Window – 4 1/8” by 9 1/2” Size	Envelope	Service Now	-	-	-	-	-	-	-	-	-
Customized Envelopes – Single Window – 3 7/8” by 8 7/8” Size	Envelope	Service Now	-	-	-	-	-	-	-	-	-
Specialty Paper - 11 x 17	Sheet	ATOM	1,413	1,413	1,413	1,413	1,413	1,413	1,413	1,413	1,413
Standard Perforated Paper	Sheet	ATOM	77,321	77,321	77,321	77,321	77,321	77,321	77,321	77,321	77,321
Manual Inserts	Envelope	ATOM	39,552	39,552	39,552	39,552	39,552	39,552	39,552	39,552	39,552
Automated 9X12 Insertion	Insert	ATOM	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219
Mailing Insertions - Basic	Insert	ATOM	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752
Color Print Transactional Images	image	ATOM	-	-	-	-	-	-	-	-	-
Color Image - Marketing	image	ATOM	2,050	2,050	2,050	2,050	2,050	2,050	2,050	2,050	2,050
Manual Cutting / Trimming	Cut	ATOM	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Booklet Finishing - Saddle Stitching	Book	ATOM	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Booklet Finishing - Perfect Bind	Book	ATOM	-	-	-	-	-	-	-	-	-
Provision of Postal Processing Data	Envelope	ATOM	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000
Presort Flats (9x12)	Envelope	ATOM	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000
Express shipping	Package	ATOM	-	-	-	-	-	-	-	-	-
Image Delivered - Same Day	Image	ATOM	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388
Image Delivered - 2nd Day	Image	ATOM	114,220	114,220	114,220	114,220	114,220	114,220	114,220	114,220	114,220
Digital Document Repository – Per User Charge	User	User	-	-	-	-	-	-	-	-	-
Digital Document Repository – Per Job Setup	Job	Job	-	-	-	-	-	-	-	-	-
Four (4) Hour Recovery Time Objective (RTO)	Per Event	Service Now	-	-	-	-	-	-	-	-	-

Transition Charges (\$)

Fill out blue highlighted areas of worksheet with beginning and completion dates and Charges for each Transition Milestone. The Respondent can add additional rows to capture key transition items specific to the transition.

Attach 1.1 Ref ID	Description	Beginning Date	Completion Date	Total Charges
1.1	Transition Project Plan		4/6/20	\$ 30,000
1.7	Phase 2 Transition Milestones Complete		12/31/20	\$ 38,000
1.9	ATOM 5.0 - Promote to production		9/1/20	\$ 250,000
FMV Buyout				\$ -
Total Transition Charges				\$ 318,000

Optional Transformation Charges (\$)

Fill out blue highlighted areas of worksheet with beginning and completion dates and the Unit Rate Charge for the Digital Document Management System Transformation Project. See Exhibit 2, Section 4.23.

Project #	SOW #	Service Description	Project Start Date	Project End Date	Base Term					Option Years				Total
					Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	
1	7.3.1	Digital Document Management System												
		Labor			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Hardware			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Software			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total					\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Rate Card (\$)

Fill out blue highlighted cells with the rates (inclusive of travel) for each Resource Category.

Hourly Rate		Base Term				Optional Extension Years			
Resource Category	Units	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
Project Management Support	Hourly	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125
Nearstar Developer	Hourly	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185

Resource Category	Role Description	Qualifications, Experience, and Education
Project Management Support	<p>Designs, plans, and coordinates work teams. Follows standard project management industry practices such as the PMI's framework. Understands business and technical objectives of a project and works closely with project sponsor. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensure adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Communicates to client/vendors. Creates project charter and work plan and tracks budget and schedule progress via appropriate metrics. Establishes project organization and methodologies and defines roles and responsibilities. Documents risks and develops mitigation plans. Manages scope. Creates and implements a communication plan. Builds an effective team, assigns tasks to team members, and evaluates outcomes. Negotiates resources. Communicates to stakeholders and project sponsor. Identifies, tracks, and ensures resolution of issues and removal of barriers. Provides technical support to project team members. Handles complex application features and technical designs. Designs and implements the components required for complex application features. Generally manages a group of applications systems analysts. Relies on experience and judgment to plan and accomplish goals. Professional certification is highly desirable.</p>	<p>3- 7 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment. Minimum of three (3) years of progressive broad-based information systems, system integration and project delivery experience. Experience working with external vendors and/or Quality Assurance efforts a plus.</p>
Nearstar Developer	<p>Designs, plans, and programs scripts and workflows to meet DIR customer requirements. Follows standard project management industry practices such as the PMI's framework. Understands business and technical objectives of a project and works closely with project manager who coordinates with project sponsor and customer agencies. Has complete understanding of all aspects of the Nearstar platform and develops scripts to support customer objectives. Creates and executes test plans and works closely with project managers to test and implement developed solutions. Knowledgeable in change management and other relevant ITIL processes.</p>	<p>3- 7 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment. Minimum of three (3) years of progressive broad-based information systems, system integration and project delivery experience. Experience working with external vendors and/or Quality Assurance efforts a plus.</p>

Existing Hardware

NOTE: DSR has provided an initial asset list. Additional data may be added throughout the procurement process.

[illegible]

Existing Hardware Maintenance contracts

NOTE: Hardware Maintenance contracts separated from the Software tab. Data may be added throughout the procurement process.

Respondent Retained? Y/N	No.	Company	Contract Number	Amount	Charging Mechanism	Cooperative Contract	Effective Date	Expiration Date	Contract State	Description	Contract Term	Type	Class	Cancellation Window	Penalty	Assignable (Y/N)	Comment
		Xerox Corporation	HWMT_0019258	0	In the Rates	N/A	1/23/2012	8/31/2020	Active	HWMT Xerox	25 Months	Hardware Maintenance	Hardware	90 Days	n	n	
		Peak Ryzex Inc		0	In the Rates	N/A	9/1/2019	8/31/2020	Active	Burster Maint	12 months	Hardware Maintenance	Hardware	90 Days	n	y	
		BlueCrest		0	In the Rates	N/A	9/1/2019	8/31/2020	Active	Insertor Maint	12 months	Hardware Maintenance	Hardware	90 Days	n	y	
		Dell		0	In the Rates	N/A	9/1/2019	8/31/2020	Active	Server Hardware	72 Months	Hardware Maintenance	Hardware	90 Days	n	y	
		RIOCH		0	In the Rates	N/A	9/1/2019	8/31/2020	Active	Impact Printer M	12 Months	Hardware Maintenance	Hardware	90 Days	n	y	

Existing Software

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain software.

NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

Respondent Retained? Y/N	No.	Company	Contract Number	Resource Unit	Units Purchase	Amount	Charging Mechanism	Cooperative Contract	Bought on Cooperative Contract? (Yes/No)	Effective Date	Expiration Date	Description	Comment
		Nearstar				88,200.00	Print Base Charge		No		9/1/2019	8/31/2020	Dataserver Production
		Nearstar				22,050.00	Print Base Charge		No		9/1/2019	8/31/2020	Dataserver Test
		Nearstar				22,050.00	Print Base Charge		No		9/1/2019	8/31/2020	Dataserver Disaster Recovery
		Nearstar				22,050.00	Print Base Charge/ Mail		No				
		Nearstar				18,375.00	Base Charge		No		9/1/2019	8/31/2020	ATOM Reporting
		Nearstar				18,375.00	Print Base Charge		No		9/1/2019	8/31/2020	JES Data Gateway - ADC Site License
		Nearstar				18,375.00	Print Base Charge		No		9/1/2019	8/31/2020	JES Data Gateway - SADC Site License
		Nearstar				16,065.00	Pass Through to Agency		No		9/1/2019	8/31/2020	TDI Network Print
		Nearstar				17,823.00	Imaging Optional Service		No		9/1/2019	8/31/2020	Polaris - Imaging Production
		Nearstar				4,455.00	Imaging Optional Service		No		9/1/2019	8/31/2020	Polaris - Imaging Test
		Nearstar				22,050.00	Print Base Charge		No		9/1/2019	8/31/2020	DataDoc - Composition Module
		Nearstar				4,226.00	Print Base Charge		No		9/1/2019	8/31/2020	Impika Support Module
		Nearstar				27,571.00	Print Base Charge		No		9/1/2019	8/31/2020	DataServer TDCJ
		Nearstar				22,443.00	Print Base Charge		No		9/1/2019	8/31/2020	Web Portal - TXDMV
		Nearstar				14,958.00	Print Base Charge		No		9/1/2019	8/31/2020	Anchor Postal Software
		Pitney Bowes				-	Mail Base Charge		No		9/1/2019	8/31/2020	DF Works Software - Inserter control, tracking and postal management
		Xerox				-	Print Base Charge		No		9/1/2019	8/31/2020	XEAR Print Accounting Module

Existing Third Party Contracts

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain Third Party Contracts.

NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

Respondent Retained? Y/N	Respondent Annual Cost included in Pricing	Estimated Annual Cost	Vendor	Historically Underutilized Business (HUB)	Services Description	Contact Effective Date	Contact Expiration Date	Cancellable w/o penalty Y/N	Charging Mechanism	Assignable (Y/N)
		141,820.68	AT&T	N	Two dedicated DS3 data lines for disaster recovery	8/1/2012	9/1/2020	Y	In the rates	Y
		251,568.00	IWCO/Mailgard	N	Disaster recovery subscription fee	8/1/2012	9/1/2020	Y	In the rates	Y
		2,968.99	Kaeser Compressor	N	Compressor equipment maintenance	12/14/2015	12/14/2020	Y	In the rates	Y
		1,100,000.00	Love Envelopes	N	Custom envelope provider	12/14/2016	11/30/2020	Y	Optional service RU's	Y
		6,355.46	LSS Digital (aka Litho)	N	Cutting equipment maintenance	1/1/2019	9/1/2020	Y	In the rates	Y
		8,119.00	Peak Ryzex Inc	N	TDCJ equipment maintenance	8/1/2018	9/1/2020	Y	In the rates	Y
		1,300,000.00	Pitney Bowes Presort Service	N	Presort Services	8/1/2012	9/1/2020	Y	In the rates	Y
		500,000.00	PrintMail Pro LTD	Y	Custom envelope provider	5/1/2016	9/1/2020	Y	Optional service RU's	Y
		8,800.00	RIOCH	N	TDCJ equipment maintenance	3/8/2019	9/1/2020	Y	In the rates	Y
		800,000.00	Summit	N	Print/Mail production overflow	12/2/2016	9/1/2020	Y	In the rates	Y

Appendix

The tabs in this Appendix section must be completed by Respondent.
These tabs are for informational purposes only.

Respondent Assumptions

The Respondent is to list all assumptions associated with the Charges and Services within the scope of the RFO.

The Respondent is to provide the degree of impact on the price (High, Medium, Low, Not Applicable) and the related SOW section of the assumption.

Item #	Price Impact (H, M, L, N/A)	SOW Ref #	Description
1			
2			
3			
4			
5			This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.
6			
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Staffing Model - FTEs by Month*Informational purposes only***Fill out blue highlighted areas of worksheet with average FTE counts for each service per period.**

SOW Section	SOW Services	Transition				Base Term				Option Years			
		Month 1 May-20	Month 2 Jun-20	Month 3 Jul-20	Month 4 Aug-20	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
2	Transition Services	5.00	9.00	13.00	13.00	10.00	-	-	-	-	-	-	-
3.2	Print Services	-	-	-	-	17.00	17.00	17.00	17.00	17.00	17.00	17.00	17.00
3.3	Paper and Custom Forms	-	-	-	-	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
3.4	Outbound Mail Services	-	-	-	-	18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00
3.5	Digital Image Services	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
3.6	Print & Mail Overflow Services	-	-	-	-	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
3.7	Other Services	-	-	-	-	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
3.8	Service Locations	-	-	-	-	-	-	-	-	-	-	-	-
3.9	Reporting	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3.10	Disaster Recovery Services	This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.							0.10	0.10	0.10	0.10	0.10
3.11	Security								0.50	0.50	0.50	0.50	0.50
3.12	Audit Requirements								0.50	0.50	0.50	0.50	0.50
3.13	Reporting								3.00	3.00	3.00	3.00	3.00
3.14	Compliance								1.00	1.00	1.00	1.00	1.00
3.15	Quality Assurance	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3.16	Industry Standards, Certifications and Compliance	-	-	-	-	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
3.17	Operating Agreements with Other SCPs and MSI	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
3.19	Onboarding New Customers	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
3.20	Performance Guarantee	-	-	-	-	-	-	-	-	-	-	-	-
4	Steady State Service Evolution and Optimization Services	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
6	Performance Model - Service Level Agreements	-	-	-	-	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
7	Transformation Projects	3.00	3.00	3.00	3.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
8	DCS Governance Model	0.25	0.25	0.25	0.25	0.30	0.30	0.30	0.30	0.30	0.30	0.30	0.30
9	Cross-Functional Services	3.00	3.00	3.00	3.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Total		11.25	15.25	19.25	19.25	78.00	68.00	68.00	68.00	68.00	68.00	68.00	68.00
Respondent Full-Time Employees		6.25	6.25	6.25	6.25	31.00	31.00	31.00	31.00	31.00	31.00	31.00	31.00
Respondent Part-Time Employees		2.00	2.00	2.00	2.00	2.00	-	-	-	-	-	-	-
Subcontractor FTEs		3.00	7.00	11.00	11.00	45.00	37.00	37.00	37.00	37.00	37.00	37.00	37.00
Total		11.25	15.25	19.25	19.25	78.00	68.00	68.00	68.00	68.00	68.00	68.00	68.00
Difference		-	-	-	-	-	-	-	-	-	-	-	-

Steady State Run Services*Informational purposes only***Fill out blue highlighted areas of worksheet with Charges for each service per period.**

Charges by SOW Service Category		Base Term					Option Years				
SOW Section	SOW Services	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total Charges
2	Transition Services										
3.2	Print Services	\$ 4,349,624	\$ 4,349,624	\$ 4,349,624	\$ 4,349,624	\$ 17,398,496	\$ 4,349,624	\$ 4,349,624	\$ 4,349,624	\$ 4,349,624	\$ 34,796,992
3.3	Paper and Custom Forms	\$ 1,493,379	\$ 1,493,379	\$ 1,493,379	\$ 1,493,379	\$ 5,973,516	\$ 1,493,379	\$ 1,493,379	\$ 1,493,379	\$ 1,493,379	\$ 11,947,032
3.4	Outbound Mail Services	\$ 3,451,750	\$ 3,451,750	\$ 3,451,750	\$ 3,451,750	\$ 13,807,000	\$ 3,451,750	\$ 3,451,750	\$ 3,451,750	\$ 3,451,750	\$ 27,614,000
3.5	Digital Image Services	\$ 465,875	\$ 465,875	\$ 465,875	\$ 465,875	\$ 1,863,500	\$ 465,875	\$ 465,875	\$ 465,875	\$ 465,875	\$ 3,727,000
3.6	Print & Mail Overflow Services	\$ 498,802	\$ 498,802	\$ 498,802	\$ 498,802	\$ 1,995,208	\$ 498,802	\$ 498,802	\$ 498,802	\$ 498,802	\$ 3,990,416
3.7	Other Services	\$ 609,500	\$ 609,500	\$ 609,500	\$ 609,500	\$ 2,438,000	\$ 609,500	\$ 609,500	\$ 609,500	\$ 609,500	\$ 4,876,000
3.8	Service Locations										
3.9	Reporting										
3.10	Disaster Recovery Services										
3.11	Security										
3.12	Audit Requirements										
3.13	Reporting	\$ 519,000	\$ 519,000	\$ 519,000	\$ 519,000	\$ 2,076,000	\$ 519,000	\$ 519,000	\$ 519,000	\$ 519,000	\$ 4,152,000
3.14	Compliance	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 1,189,000	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 2,378,000
3.15	Quality Assurance	\$ 294,956	\$ 294,956	\$ 294,956	\$ 294,956	\$ 1,179,824	\$ 294,956	\$ 294,956	\$ 294,956	\$ 294,956	\$ 2,359,648
3.16	Industry Standards, Certifications and Compliance	\$ 115,000	\$ 115,000	\$ 115,000	\$ 115,000	\$ 460,000	\$ 115,000	\$ 115,000	\$ 115,000	\$ 115,000	\$ 920,000
3.17	Operating Agreements with Other SCPs and MSI	\$ 297,450	\$ 297,450	\$ 297,450	\$ 297,450	\$ 1,189,800	\$ 297,450	\$ 297,450	\$ 297,450	\$ 297,450	\$ 2,379,600
3.19	Onboarding New Customers	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 1,189,000	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 2,378,000
3.20	Performance Guarantee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	Steady State Service Evolution and Optimization Services	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 1,189,000	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 2,378,000
6	Performance Model - Service Level Agreements	\$ 148,625	\$ 148,625	\$ 148,625	\$ 148,625	\$ 594,500	\$ 148,625	\$ 148,625	\$ 148,625	\$ 148,625	\$ 1,189,000
7	Transformation Projects	\$ 110,000	\$ 110,000	\$ 110,000	\$ 110,000	\$ 440,000	\$ 110,000	\$ 110,000	\$ 110,000	\$ 110,000	\$ 880,000
8	DCS Governance Model	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 1,189,000	\$ 297,250	\$ 297,250	\$ 297,250	\$ 297,250	\$ 2,378,000
9	Cross-Functional Services	\$ 445,875	\$ 445,875	\$ 445,875	\$ 445,875	\$ 1,783,500	\$ 445,875	\$ 445,875	\$ 445,875	\$ 445,875	\$ 3,567,000
Total Charges		\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,480,344	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 118,960,688
Control Check to Tab 2 - Run Services (should be zero)		\$ 0	\$ 0	\$ 0	\$ 0	\$ 2	\$ 0	\$ 0	\$ 0	\$ 0	\$ 4

This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.

Transition Services Bill of Materials*Informational purposes only*

Fill out blue highlighted areas of worksheet for all hardware and software included in Transition Charges.

Respondent may add (insert) additional rows as necessary.

Transition Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 7) and Existing Software (Tab 9).

Hardware purchases must include five years of maintenance in Charges.

Annual recurring Software License Charges, after the initial year of purchase, must be included in Tab A5 "Run BOM" if retained past Transition and reflected in Tab 2 "Run Charges".

Transition Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

SOW Section	Item No.	Manu		Capacity	Number of Units	Unit Costs	Original Purchase	5 year Maintenance Support	Annual Subscription / License	Total Charges
2	Transition Phase Bill of		This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.							
	Hardware: (List all hardware)									
	Bluecrest			2,500,000	1	\$ 782,770	\$ 782,770	\$ -	\$ -	\$ 782,770
	Bluecrest			1,000,000	1	\$ 328,790	\$ 328,790	\$ -	\$ -	\$ 328,790
	Bluecrest			2,500,000	1	\$ 434,540	\$ 434,540	\$ -	\$ -	\$ 434,540
	Bluecrest			N/A	6	\$ 24,975	\$ 149,850	\$ -	\$ -	\$ 149,850
	Total Hardware Charges:						\$ 1,695,950	\$ -	\$ -	\$ 1,695,950
	Software: (List all software)									
	Nearstar				1	\$ 155,000	\$ 155,000	\$ -	\$ -	\$ 155,000
					-	\$ -	\$ -	\$ -	\$ -	\$ -
	[Other]				-	\$ -	\$ -	\$ -	\$ -	\$ -
	Total Software Charges:						\$ 155,000	\$ -	\$ -	\$ 155,000
Total Transition Bill of Materials Charges (include in Tab 4)							\$ 1,850,950	\$ -	\$ -	\$ 1,850,950

Steady State Run Services Bill Of Materials*Informational purposes only***Fill out blue highlighted areas of worksheet for all hardware and software included in Steady State Run Charges.****Respondent may add (insert) additional rows as necessary.****Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 7) and Existing Software (Tab 9) and the BOM identified in Transition Services (tab 4).****Hardware purchases must include five years of maintenance in Charges.****Annual recurring Software License Charges, after the initial year of purchase, must be included annually in in Tab 2 "Run Charges".****Steady State Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.**

SOW Section	Item No.	Service Area	Manufacturer	Model No.	Description	Capacity	No. of Units	Unit Costs	Pre-existing Materials	Original Purchase	Initial Subscription / License	Total Costs	Recurring Charges (e.g Maintenance)
3, 4, 6, 8, 9	Steady State Run Services Bill of Materials												
	Hardware: (List all hardware)												
	M	This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.											
Total Hardware Charges										\$ 1,546,100	\$ -	\$ 1,546,100	
Software: (List all software)													
							-	\$ -		\$ -	\$ -	\$ -	\$ -
							-	\$ -		\$ -	\$ -	\$ -	\$ -
etc							-	\$ -		\$ -	\$ -	\$ -	\$ -
Total Software Costs:										\$ -	\$ -	\$ -	
Total Steady State Run Services Bill of Materials Charges										\$ 1,546,100	\$ -	\$ 1,546,100	

Optional Transformation Projects Bill of Materials*Informational purposes only*

Fill out blue highlighted areas of worksheet for all hardware and software included in Transformation Charges.

Respondent may add (insert) additional rows as necessary.

Hardware purchases must include five years of maintenance in Charges.

Transformation Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

SOW Section	Item No.	Manufacturer	Model No.	Description	Capacity	Number of Units	Unit Costs	Original Purchase	5 year Maintenance Support	Annual Subscription / License	Total Charges
7.3.1	Optional Transformation Project Bill of Materials: Digital Document Management System										
	Hardware: (List all hardware)										
	<div>This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.</div>					-	\$ -	\$ -	\$ -	\$ -	\$ -
						-	\$ -	\$ -	\$ -	\$ -	\$ -
						-	\$ -	\$ -	\$ -	\$ -	\$ -
						-	\$ -	\$ -	\$ -	\$ -	\$ -
						-	\$ -	\$ -	\$ -	\$ -	\$ -
	Total Hardware:						\$ -	\$ -	\$ -	\$ -	
	Software: (List all software)										
	Xerox			DocuShare Enterprise Edition		1	\$ 75,000	\$ 75,000	\$ -	\$ -	\$ 75,000
	Xerox			DocuShare Encryption Module		1	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ 25,000
						-	\$ -	\$ -	\$ -	\$ -	\$ -
						-	\$ -	\$ -	\$ -	\$ -	\$ -
						-	\$ -	\$ -	\$ -	\$ -	\$ -
	Total Software Charges:							\$ 100,000	\$ -	\$ -	\$ 100,000
Total Bill of Materials Charges (include in Tab 5)								\$ 100,000	\$ -	\$ -	\$ 100,000